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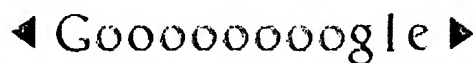[More results from www.findwealth.com]

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NextStrat was a start-up company specializing in the development of software for strategic planning and
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Dr. Sam Hariharan, Lecturer Prior to joining Babson College, Sam Hariharan ha experience as an educator and an entrepreneur. He got his Ph.D. in competitiv strategy at the University of Michigan in 1990.

Immediately prior to coming to Babson, Sam was a Visiting Associate professoi at Purdue University's Krannert School of Management. Earlier he had taught ii the Executive MBA program at San Francisco State and was Associate Clinical Professor at the Marshall School of Business, University of Southern California (USC). His teaching received several awards: Golden Apple Teaching Award at USC, and Distinguished Teacher at Krannert. While at USC's Marshall School, h was recognized in the Business Week annual survey of business schools as among the best professors of Strategy.

In 1999 he co-founded NextStrat. He served there as Chief Knowledge Officer, developing Enterprise Strategy Management Software (ESM), white papers on ESM methodology and deployment. As a co-founder he was deeply involved in writing the business plans, soliciting funds from venture capitalists. Marketing the ESM product and developing strategic relationships. Sam has also been active in executive education and as a consultant. His long list of clients include Mattel, Armstrong Industries, Toyota Motor, IBM and Xerox.

Sam specializes in competitive strategy and strategic management. Much of hi: work deals with growing new businesses as a start-up or as part of an established company and, entry into new country markets.

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